PHILIP MORRIS U.S.A. INTER-OFFICE CORRESPONDENCE

120 PARK AVENUE, NEW YORK, N.Y 10017

TO: Larry Glennie DATE: January 18, 1988

FROM: Andrew Motola

SUBJECT: Military Update

Attached is military share data for Philip Morris and R.J. Reynolds. Twelve month as well as six month moving share data is shown to highlight P.M.'s achievements in share attainment versus R.J.R. over the past several months. Note that by using six month moving share data, P.M.'s and R.J.R.'s most recent performance can be seen.

We will again review the performance of the Military Trade Class when December 1987 data becomes available.

If you have any questions or comments, please feel free to call me at ext. 3589.

Attachments

Andrew Motola

(AM)

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